

Wednesday 27th August

Lan 1 appointed to panel for supply of ICT hardware and software to 74 Queensland local councils

Local channel partners to benefit from Lan's success

Brisbane, Wednesday 27th August, 2008 – Lan1 is pleased to announce its appointment to the panel of suppliers for the supply of Information & Technology Goods and Services as tendered to the Local Governments across Queensland under a Preferred Supplier Agreement. The contract (BUS165-0508) with Local Buy Pty Ltd, runs for 3 years with the option of extension for a further two periods of a year each.

Under the contract, 74 Queensland Councils with yearly IT budgets as high as \$40Million per council are able to buy from Lan1 through its nominated local agents who will be the primary point of contact and support. Lan1 will supply product across 4 pillars of specialty, IP Networking, IP Storage, IP Surveillance and IP Security for this contract. Besides the contract with Local Government Procurement through Local Buy, LAN1 is also Commonwealth Government Endorsed Supplier and Queensland Government Approved Supplier acting on behalf of its channel under these agreements/approvals.

According to its Managing Director, Daniel Lee, Lan1 is looking forward to the opportunities on offer with our local government reseller partners in Queensland, "We are thrilled to sign on as one of the master tender's for this contract, in conjunction with our reseller channel base. Over the past two years we have been working hard with our key Queensland resellers to skill up in the areas of IP Networking, Security, Surveillance and Storage, now we can all benefit from the training and value add we bring as a distributor of world leading vendors and products in the Australian marketplace."

"Some of our partners are located in cities serviced by one airline flight a day, so services such as Lan1's rapid replacement advance warranty are key to this contract, we also offer extended warranties on many of the products on offer as part of this contract that comply with common "green" initiatives, extending the lifecycles of products to minimize ICT waste" Lee said. "As the contract is expected to run for 5 years, we will be adding more reseller agents to service the needs of local government as required; we are certainly open to discussions with new resellers and vendors who are interested in working with us on this opportunity".

Lan1 will be working with its vendors and agents over the life of the contract with Local Buy Pty Ltd to assist local government with their options when it comes to making the most of their ICT budgets, including participation in a number of local government trade shows and the development of an ongoing Lan1 Local Government ICT roadshow to showcase the latest developments and products on offer on a regular basis.

About Lan1.

Lan 1 is a value added distributor providing a diverse range of IP products. Established in 1993, Lan 1 is headquartered in Waterloo, Sydney, Australia with branch offices in Brisbane, Melbourne and Perth. Offering strong brand names and a high level of personalised service and support, specialised product training programs and pre/post sales and co-marketing, Lan 1 partners will gain vital knowledge to successfully provide customers with a complete working solution, resulting in rapid growth in their respective market segments. Please visit our website at www.lan1.com.au.

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For more information or to arrange an interview please contact Mathew Bertram, Marketing Communications Executive, Lan 1, on (02) 9318 4215 or email mbertram@lan1.com.au.